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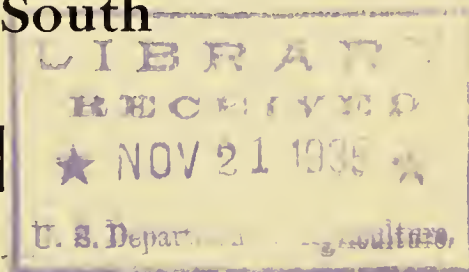
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Rose, Etoile de Hollande. See page 11

Pecans Fruit Trees Evergreens

and Ornamental Shrubbery
for the South



(Formerly Harlan Farms Nursery)

LANIER'S
FLORALA, ALABAMA



Introduction

Location. We are located at Florala, Covington County, Ala., practically on the line dividing the States of Alabama and Florida.

We are successors to the old Harlan Farms Nursery, Inc., of Lockhart, Ala., which discontinued business in 1933, and the present manager of Lanier's was part owner and general manager of the Harlan Farms Nursery, Inc., from 1915 to its conclusion.

Desiring a more suitable location for a permanent home, it was decided to move to our present site, a distance of only three miles from our former location, although the post office and shipping address is changed.

We are now located just off a paved highway leading to all sections, about $1\frac{1}{2}$ miles east of the center of Florala, Ala., in what is locally known as Old Florala.

We have an excellent location for a nursery, and suitable soil. Everyone interested in plants is invited to visit us. Ours is not a large nursery, as nurseries go, but it is up to date and progressive, and our prices are reasonable.

No Agents. This firm employs no agents. Our prices are based on volume and size of order, and while tree-dealers may buy our stock for resale, such resale carries with it no warranty, express or implied. We are responsible to no one except to the party who buys direct from us.

Guarantee. We warrant everything grown by us to be entirely satisfactory to the buyer on delivery, but inasmuch as a plant is a living thing, subject to the many hazards of life, we do not guarantee that every plant we sell will grow. We do reserve the right, when mutually agreed, to replace at one-half price plants that fail to live, if satisfactory proof is furnished that the plants were given due care, such replacement to be f.o.b. our nursery.

Furthermore, we give no warranty, express or implied, as to description, quality, productiveness, or any other matter, of any plants, trees, or other form of nursery stock we may sell.

Method of Shipment. We are located on two railroads—the L. & N. and C. of Ga. Can ship Freight, Express, or Parcel Post, and, unless otherwise specified on order, we reserve the right to ship whichever method is the cheapest. Parcel Post is limited to 50 pounds weight and 8 feet in length, and is advised only where the package is very light or when it is sent to a destination where it is not convenient to go to station for delivery.

Where Parcel Post is required, add 20 per cent of the total cost of plants to your remittance; when shipment is made we will make proper adjustment to correct charge.

Terms. Cash with order. No C. O. D. orders desired. Prices net, no discount. Remember that we return your money without question if you are dissatisfied with your purchase. You are perfectly safe in sending your money with order.

References. We refer you to Bank of Florala, Florala, Ala., to Dun-Bradstreet Co., or to any local business house that knows us. Our business will be conducted in a high and reputable manner.

Shipping Season. Generally from November 1 to April 1, but on all pecan, fruit, and ornamental trees not balled with earth, we strongly recommend early planting. We consider November 1 to February 1 the ideal time to transplant. Of course, balled or small plants may be safely transplanted later.

Substitutions. It is our purpose to ship exactly what you buy, but it happens at times that we are out of the particular variety or size that you order, and unless you state on your order "No substitution," we will, in such event, send you what, in our opinion, is the best variety for you, and if we do not have the size you order in stock we will send you the next largest size without extra cost to you.

Prices

In line with our recent policy, we are pricing all plants herein listed on a wholesale basis; that is, the more you buy the lower price per plant. This is in accordance with intelligent merchandising practice.

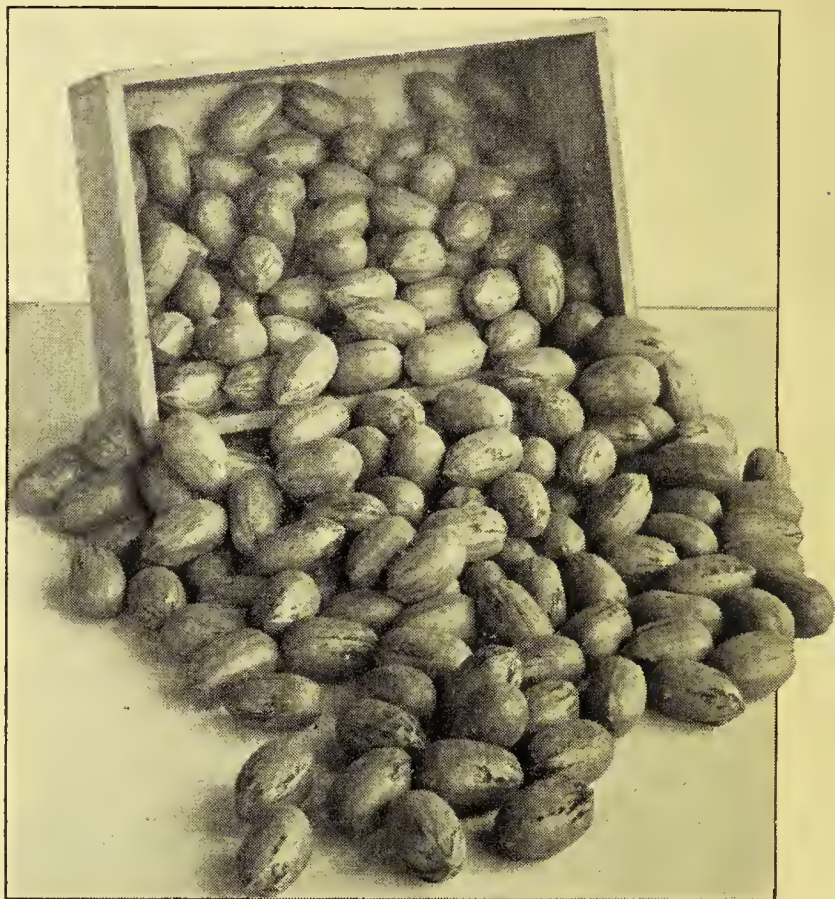
Inasmuch as very small orders are unprofitable, please do not send us orders for less than \$1 net, not including any postage you may add.

Remittances may be by Money Order or Check.

All Prices f.o.b. our shipping-point.

Quality

Anyone who buys nursery stock must necessarily have confidence in the seller, as, with many plants, it is years before the planter really knows what he has. We, in common with other reputable nurseries, solicit your careful investigation into our past practices. You may ask your State Plant Board or Department of Agriculture about us, as we are required to qualify with each such State authority before we can ship, and our nursery is State-inspected for serious disease and insect pests before we are permitted to offer stock for sale.



Pecans

Pecans have always been our specialty, and we have, in the past, sold many hundreds of thousands of Pecan trees. Our trees are producing in every Southern State, and we have many satisfied customers.

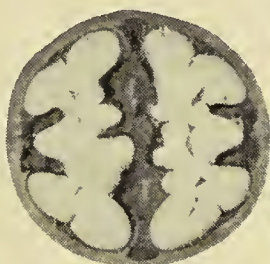
We are offering the same usual high quality of Pecan nursery stock, and at unusually low prices.

It is no longer necessary to issue a lot of sales talk about Pecans. They are well known, and the average person of intelligence does not need propaganda to induce him or her to buy. Pecans speak for themselves and have proved practical in commercial results. This is particularly true of the small orchard where the necessary care can be given the trees, whether in town on a small lot or on the farm where several acres of trees can be grown.

Every home- or land-owner in the Pecan-belt should have some Pecan trees of the budded or standard varieties. They pay better than almost any other crop on the same area.

The Market for Pecans

There is a regular market for Pecans. Almost every town of any size has a buyer, and even the groves are hunted out by truck buyers who pay cash for Pecans in season. We ourselves buy a great many Pecans for processing and resale to the food trade.



Stuart Pecan



Varieties

The most important thing for the prospective purchaser to consider is variety. Of course, one naturally assumes that the trees offered are healthy, vigorous, and thrifty. We have never been great believers in many varieties, and we now offer only two—Stuart and Success.

The perfect variety for all conditions has not yet been discovered, but we believe the above two come nearer meeting that condition than any others.

STUART. We believe this is the best all-round Pecan yet introduced. It is resistant to disease and bears a large, well-filled nut of good quality, running 40 to 50 to the pound and normally averaging 45 to 48 per cent meat.

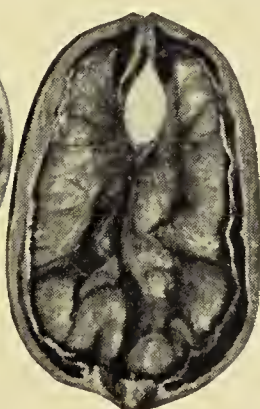
SUCCESS. Another good variety, running about the same size as Stuart, and when well filled and properly developed will slightly top Stuart in percentage of meat to shell. It is also a better sheller, but is subject to overbearing under some conditions, and sometimes fills rather poorly if the season is dry. This variety should be planted on extra-good land.

	Each	10	100
2 to 3 ft., 1-yr. tops, older roots.....	\$0 40	\$3 50	\$30 00
3 to 4 ft., 1-yr. tops, older roots.....	50	4 50	40 00
4 to 5 ft., 1-yr. tops, older roots.....	60	5 50	50 00
5 to 6 ft., 2-yr. tops and up, older roots	70	6 50	60 00
6 to 8 ft., 2-yr. tops, 1 to 1¼-in. caliper, branched and pruned.....	1 00	9 00	75 00
Special, 8 to 10 ft. branched, 1½-in. and up caliper.....	1 50	14 00	100 00

Pecan trees will weigh about 1 pound to each foot in height of top. Roots are about 30 inches in length, with well-developed lateral roots. Length of root not counted in size above listed.



Success Pecan





Delicious Apple

Apples

In most orchards, except in the Lower South bordering the Gulf, Apples should be relied on for the main fruit-crop. Commercial orchards should consist chiefly of late varieties for winter use and sale, but home orchards ought to have more of the earlier ripening varieties for home use.

Apples should be grown on well-drained soil, and ought to be regularly pruned, sprayed, and cultivated. If soil is rather fertile, plant 30 feet or more apart.

They should be considered also from the ornamental standpoint. Nothing is more lovely than Apple trees in bloom, and they make fine shade for poultry. If you have a good-sized lot or farmstead, you should plant plenty of Apple trees.

Delicious. Large, conical fruits with a distinct pointed end; nicely striped with yellow and red. It is, perhaps, the supreme Apple in flavor. Matures late.

Winesap. A very popular dark red winter Apple of fine quality, wine-like flavor, and a good keeper. This is an old, time-tested variety.

Horse. This old favorite summer Apple is not surpassed for home use. Large; green, ripening to yellow. Good eating when fully mellow.

Grimes Golden. A yellow fall Apple of excellent quality. Hardy and productive.

PRICES

	Each	10	100
4 to 5-ft. tops, partly branched....	\$0 35	\$3 00	\$25 00



Mayflower Peach

Peaches

This fruit needs no description. More Peach trees are sold than any other in the fruit line. Every home should have an assortment of Peach trees of the standard varieties to provide fruit from late May till September. We offer a dependable list of varieties that will give you a steady supply of fruit during that period.

The Peach is also an ornamental tree, to be considered as setting off to advantage the landscape. It requires spraying and pruning, like the apple, but is more than worth it.

Belle of Georgia. (Freestone.) A June-ripening Peach.

Large; white, with a notable blush. A fine market sort.

Mayflower. (Freestone.) Extra-early, ripening in late May. A medium-sized Peach, almost solid red in color, not extra good as fruit, but is highly desirable on account of its being so early.

Elberta. (Freestone.) Large, late midseason Peach; yellow shaded with red. Quality excellent. One of the most popular.

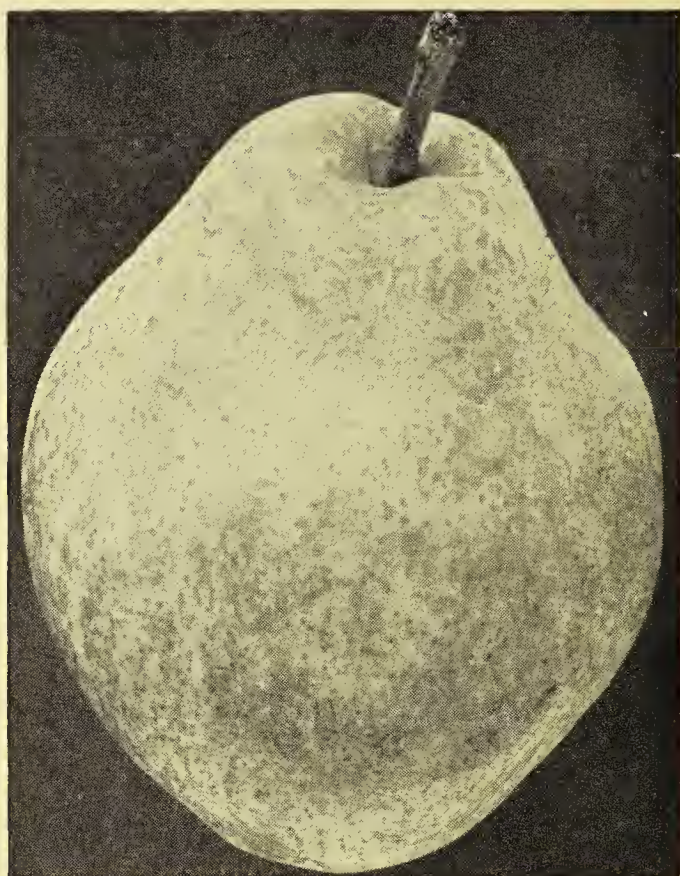
J. H. Hale. (Freestone.) Larger than Elberta, somewhat similar in color, and by some liked better. Ripens mid-season.

Heath Cling. (Clingstone.) Very large; creamy white with delicate red blush. Ripens in September.

Hiley. (Freestone.) Early. Large; creamy white with red cheek; white, juicy flesh.

PRICES

	Each	10	100
3 to 4-ft. whips.....	\$0 30	\$2 50	\$20 00
4 to 5 ft., branched.....	35	3 00	25 00



Kieffer Pear

Pears

This fruit should be more widely planted, notwithstanding its susceptibility to fire-blight. There are blight-resistant varieties, but those which we have thus far known are inferior in quality, and unless grown on very hardy stocks or roots, have been seriously injured by cold.

The two old stand-bys are still with us, and so far as we know, everything considered, have not been bettered.

Kieffer. Fruit large; yellow with russet-vermilion cheek; flesh coarse and suitable only for cooking. Very prolific and rather blight-resistant. Ripens late.

Leconte. Fruit large, of extra-fine quality, ripens in July. One of the very best eating Pears.

PRICES

	Each	10	100
4 to 6 ft., 2-yr., branched.....	\$0 50	\$4 50	\$35 00

Figs

Celeste. The best all-round Fig, in our opinion, because it is relatively hardy and has a high sugar content. Fruit rich purplish brown, very juicy. Free of disease or insect pests, and very prolific. Practically never fails.

PRICES

	Each	10	100
2 to 3-ft., stocky plants.....	\$0 50	\$4 00	\$35 00



Persimmon, Tane-Nashi

We offer only this one variety, a very large, seedless, top-quality Persimmon of brilliant color. It is a highly ornamental fruit, as well as useful. No prettier sight in fall than a well-loaded Japanese Persimmon tree with its large, bright-colored fruits, which are also very delectable in taste.

Its roots are non-fibrous and rather difficult to transplant safely. They must be well protected, kept moist, and planted out at once after receiving. The tops of trees should be cut back one-fourth to one-half when planted. Water thoroughly, and keep cultivated or mulched during the hot dry season.

PRICES	Each	10	100
2 to 3-ft. whips.....	\$0 30	\$2 50	\$20 00
3 to 4-ft. whips.....	35	3 00	25 00
4 to 5 ft., branched.....	50	4 00	30 00

Plums

This fruit should be planted on every homestead. It is fairly resistant to disease and is prolific. The fruit is good for eating out of hand as well as for making jelly. It is also an ornamental plant.

We recommend the Japanese varieties which appear to do well over a wide section of the South.

Abundancee. Medium to large; purplish red when ripe with heavy bloom; flesh greenish yellow, juicy; small pit, cling; excellent quality.

Burbank. Large, rounded and blunt; dark red, mottled; flesh deep yellow. A good sort.

PRICES	Each	10	100
4 to 5 ft., 2-yr.....	\$0 50	\$4 00	\$30 00



Grapes

Grapes are generally divided in two sections: the bunch kinds, grown on stakes or trellises, and the Muscadine type, grown on arbors, and reaching much larger size than the bunch Grapes. There is a place for each on every Southern farm or home-site. By all means, plant Grapes. They are unusually free of disease, and very few insects materially affect the crop.

Bunch Grapes

Concord. Unusually vigorous grower and bearer, and desirable for home markets. Large clusters of black berries.

Niagara. Bunch and berry large, greenish yellow, flesh sweet and quality good. One of the best for the South.

PRICES	Each	10	100
2 and 3-yr. No. 1 vines.....	\$0 25	\$2 00	\$15 00

Muscadine Grapes

Scuppernong. An arbor Grape that bears its large yellowish bronze berries in bunches of 8 to 10; flesh pulpy and juicy, with a peculiarly sweet and agreeable flavor. Excellent for fruit-juice.

James. The largest of the Muscadine group. Berry black, juicy, sweet.

PRICES	Each	10	100
2-yr. No. 1 vines.....	\$0 40	\$3 00	\$25 00



Roses

The Roses offered herein are budded or grafted, and are 2-year No. 1 in grade. We claim our Roses to be quite as good as, if not better than, can be had from the average grower. While we do not list as many varieties as some, we believe those we offer are the best you can buy, for they are carefully selected from many.

Frau Karl Druschki (White American Beauty). This is, doubtless, the best pure white Rose in America. While belonging to the Hybrid Perpetual class which ordinarily does not bloom over an extended period, this variety blooms quite freely from early spring till midsummer, and some in the fall. Vigorous grower with very thorny stems, but exceedingly prolific.

His Majesty. Blooms over a short period, but the flowers are gorgeous—very large, rich red, sometimes flecked with white. Very vigorous grower.

Antoine Rivoire. Everblooming Rose with rich bluish foliage and creamy white blooms tinted with flesh, sometimes more than one bud on stem. Healthy.

Columbia. Light pink, free-blooming variety with long-pointed buds. Good grower; healthy and prolific.

E. G. Hill. Comparatively new red Rose of great promise. Dark red buds open to dazzling scarlet. Free flowering; strong and healthy.

Etoile de Hollande. Perfect buds opening to brilliant crimson blooms. A strong, upright grower; free blooming and healthy.

Francis Scott Key. Large, rich crimson bloom of good form. Bushy growth; likes the sun. Good Southern type.

Luxembourg. Deep orange shading to copper in center. A mighty good yellow Rose for the South. Produces lovely buds on long stems. Free blooming.

Margaret McGredy. Brilliant brick-red. Large buds open to full blooms of good form and fragrance. Free and healthy. Try it.

Mrs. Erskine Pembroke Thom. A new yellow Hybrid Tea Rose of promise. Pure yellow, lovely, long-pointed buds. Vigorous and healthy in growth. Good for garden display or cutting.

ROSES, continued

Mrs. Charles Bell. A sport from Radianee, and sometimes known as "Shell-Pink Radianee." Same size and shape as Radianee but color is soft shell-pink.

Radianee. The standard by which all other bush Roses are judged. Healthy, prolific, long period of bloom, good form and color, in fact, an all-round A-1 Rose. Color hard to describe—pink shading to almost white at outside edges of petals; eup-shaped.

Red Radianee. Same as Radianee, except color is water-melon-red. This is the most popular Rose we handle.

Talisman. Another Rose that is growing more popular every year. Color is difficult to describe—a blending of orange, yellow, apricot, pink, and red, changing from season to season. Very healthy and free blooming; fine long stems; pointed buds open to vase-shape.

PRICES

Each 10 100

2-yr. No. 1 Budded or Grafted Plants

on strong-growing rootstocks...\$0 35 \$3 00 \$25 00

Broad-leaved Evergreens

Azaleas

Azaleas are, without a doubt, the most gorgeous flowering plants we have. Their blooming season begins in late winter and extends into late April. They are well adapted to landscape and yard planting, as well as to pot-culture. In fact, we believe the most desirable use for Azaleas is that of pot-culture, especially with the smaller type Japanese varieties. The larger growing India or Indian type may also be planted in pots and shifted as they grow larger, and finally transferred to the yard.

The advantage of growing in pots is that the soil, shade, and moisture can be more conveniently controlled, and this is most important in growing Azaleas.

Many people have been disappointed with Azaleas because they were not properly instructed by the nursery-



Azalea Foundation Planting

AZALEAS, continued

man as to soil and culture. However, with a little care, they may be grown without trouble and are sure to richly repay the grower.

The soil in which they are planted must be slightly acid; lime or limestone soils will not do. In those sections where this soil predominates, we do not advise planting Azaleas. But in most of the South, the soil is naturally acid, and especially in lower altitudes. The best soil for this purpose is lowland hammoek or bay black peaty or mucky soil. Leaf-mold from woodlands is excellent. Just under the leaves, where fire has been kept out, you will find a crust of dark-colored or grayish soil which is generally sand and rotted vegetable matter in the proper proportions for healthy Azalea growth. If this is not available, you can generally buy granulated peat from your seed store, and this, mixed with sand to make a good loamy, friable mixture, will answer the purpose.

Azaleas are shallow-rooted plants and like lots of moisture, but soil must be well drained. They like semi-shade. Young plants, especially, must be kept out of direct, full hot sun rays, at least till well established, when, if planted out in full sun, they should have a mulch of oak leaves 4 to 6 inches deep all around the plants, and this mulch kept there.

Do not fertilize too heavily. Well-rotted cow-lot manure, thoroughly mixed with soil, may be safe, or slight applications of cotton-seed meal, but do not work the soil close to the roots. Keep hoe out of your Azalea bed, and pull by hand any weeds or grass in the way. If top-soil is stirred with any instrument, be sure that it is done sparingly and lightly, and not at all right close up to the plant.

If you pot Azaleas, use the type of soil above suggested, pack well and generously around roots of the plants, as we ship them balled or "pulled" with the original soil about the roots, and let the roots be spread out in a natural growth position, with several inches, if possible, additional space in pot, to spread without becoming pot-bound. Keep in semi-shade, protect against hard freezes, and water lightly but fairly often.

With this treatment, you will be fairly assured of enviable success with your Azaleas.

Azalea indica

This group comprises the Indian varieties, which are generally larger in size of plants as well as flowers, but are somewhat more sensitive to cold than the dwarf or Japanese varieties. The Indian type is perhaps more suitable for landscape planting. We have the following varieties:

Croemina. Large shell-pink flower. Early bloomer and very rapid grower.

Prince of Orange. Deep orange-red flowers of large size. Late midseason. A good variety.

Pride of Mobile. Large watermelon-pink flower. Mid-season. Good grower. Widely planted in Mobile.

Duc de Rohan. Medium-sized flowers of salmon-pink. Blooms early. Small, shiny green leaves. Compact.

Formosa. Fast grower with dark leaves. A good evergreen as to foliage. Flowers large, lavender-pink. Midseason. Very hardy.



Azalea indica

AZALEA INDICA, continued

Alba. An upright-growing, hardy variety with large snow-white blooms. Midseason. Very hardy.

Vittata Fortunei. Fast, upright grower with large flowers coming early in spring. Color white and lavender-pink variegated. Starts blooming in winter and open buds are sometimes killed.

Balled, with bloom buds.	Each	10	100
6 to 8-in. spread.....	\$0 35	\$3 00	\$20 00
8 to 10-in. spread.....	40	3 50	25 00
10 to 12-in. spread.....	50	4 50	35 00
12 to 18-in. spread.....	60	5 50	40 00

Hardy Japanese Azaleas

This group is made up largely of the dwarf varieties, somewhat smaller in flower, but making up in quantity for what they lack in size.

This is the *ne plus ultra* in pot-plants. We believe there is an unlimited market for these gorgeous little Azaleas as pot-plants. They are hardy, have good evergreen foliage, and are slow-growing. In early spring they are literally covered with brilliant bloom.

We offer these plants in one size only, the ideal for pot-plants, pulled with ample original soil about roots to safely carry. When received, pot them with soil as above herein directed, and you will be more than happy with your purchase.

Bridesmaid. Bright salmon-red. Midseason.

Coral Bells. Coral-pink. Hose-in-hose type.

Hinodegiri. Most popular bright scarlet. A gem.

Peach Blow. Single; pale shade of peach-blossom-pink. Midseason.

PRICES	Each	10	100
8 to 10-in. spread, with buds . . .	\$0 60	\$5 00	\$40 00



Camellia japonica

Camellia japonica

This is the well-known "Japonica," a large, evergreen shrub with most beautiful flowers in late winter and early spring.

With recent advanced knowledge and experience with this wonderful plant, many new varieties have been introduced, but with most of these newer sorts, although they are lovely and desirable, the price necessarily asked for them puts them in the luxury class. There are many of the older varieties quite as good in color, form, and habit as the newer ones, and they can be sold much more cheaply.

We list a few varieties and colors which we offer at reasonable prices. Camellias are difficult to transplant unless handled carefully, and we recommend that these be planted early. We ball them with earth and use every possible precaution to prevent a fatal shock to the plants, and we suggest the following on your part: If you have a half-shady location, but sufficiently removed from the roots of large trees to permit free root-development, with a slightly acid soil, this is ideal. If no shade is available (they must not be overshadowed), we recommend a heavy mulch of oak leaves and leaf-mold about the roots. This serves to protect the young plant from too much sunshine, keeps the roots moist and cool, and, at the same time, aids soil-conditions and adds to the plant-food of the area.

They may be fertilized with well-rotted cow-lot manure, thoroughly mixed with soil, rotted leaf-mold, or cotton-seed meal in moderate applications sprinkled over the mulch. The mulch should extend 12 to 18 inches from body of plant in each direction.

When plant is set out, soak the soil thoroughly to the very bottom of the roots. Then, a light sprinkling of the plants during bright, sunny, windy days until they get well established, is desirable; and, of course, should there be a prolonged dry spell, thorough irrigating every now and then is necessary.

We really believe Camellias should be considered as an investment. A Camellia plant, properly cared for and of a desirable variety, will increase in value and will be more profitable for you over a period of years, should you desire to offer it for sale, than if an equal amount of money were placed in a savings bank or compounded at the usual rate. We know of individual plants that have been sold for

CAMELLIA JAPONICA, continued

large sums, and while we do not recommend planting on a large scale just for this reason, yet we feel reasonably safe in assuming that they will never be worth less than the original cost, plus actual expense of caring for the plants. Of course, they have a value that cannot be appraised in dollars and cents, and it is this value most buyers have in mind.

Jarvis Red. Deep blood-red, semi-double flowers with yellow stamens. Dark green foliage. Somewhat rambling habit.

Rose Emry. Crimson, peony-formed, medium-sized flower. Blooms early. Bush compact and handsome.

Theresa Mossine. Double flower with narrow shell-pink petals. Small leaves. Compact grower.

Lady Campbell. Double red flowers of fair size. Vigorous grower and fairly compact.

Sarah Frost. One of the most widely planted of all. A double rose-red of good form.

Lily. Double, white, medium-sized blooms. Good compact grower.

Murray. Pink and white variegated; double.

Inasmuch as our stock of Camellias is limited, we reserve the right, in filling orders, unless otherwise instructed, to substitute nearest in color and type to the variety ordered.

	Each	10	100
18 to 24 in., branched, from beds, without bloom-buds.....	\$0 75	\$6 50	\$50 00
18 to 24-in. specimens, with buds..	1 50	12 50	100 00
24 to 30-in. specimens, with buds..	2 50	22 50	

Camellia Sasanqua

This plant is related to *Camellia japonica*, and is similar in growth habit, but more open, with smaller leaves. A good hardy evergreen that blooms in fall. We expect to see this plant grow more popular. Splendid for lawn or driveway.

Maiden's Blush. Single shell-pink flower. Leaves medium to large. Good compact grower.

Mine-no-Yuki. Double, white, peony-form blooms. Leaves small and round. Branches spreading. Blooms freely at an early age.

	Each	10	100
2 to 3-ft. field specimens, balled...	\$1 00	\$9 00	\$75 00

Other Broad-leaved Evergreens

Abelia grandiflora

Abelia grandiflora (Glossy Abelia). Rich, glossy green foliage the year round and gracefully arching branches covered with delicate pink-tinted, bell-shaped flowers throughout the summer. An excellent hedge, foundation, and general-purpose evergreen. Can be sheared to any form. 2 to 3-ft. heavy plants, 40 cts. each; \$3.50 for 10; \$25 per 100.



Cape Jasmine (*Gardenia florida*). See page 18

Barberry (*Berberis atrocarpa*). Hardy, narrow-leaved, spiny plant for border, hedge, or foundation. Good grower. Leaves turn to mixed sparkling red, brown, and green in cold weather. 18 to 24-in. plants, balled, 45 cts. each; \$4 for 10; \$30 per 100.

NOTE: All plants, unless otherwise specified, will be bare-rooted, but either pulled with soil attached in fibrous-rooted plants or puddled and thoroughly packed with wet shingle tow. Where we consider unsafe to handle this way, we will so state in each case. Much weight is saved where we can ship bare-rooted. Where advisable will also prune tops to balance the root-system.

Boxwood (*Buxus sempervirens*). Slow-growing, dwarf, hardy evergreen for borders and low hedges, especially good for edging walk-ways. Holds color perfectly. Also good as low tub plant. 18 to 24-in. plants, balled, 50 cts. each; \$4 for 10; \$30 per 100.

Cleyera japonica. A splendid evergreen shrub with thick, glossy leaves, creamy white fragrant flowers in spring, and red berries in fall. Maximum height, 8 feet. Good for specimen, corners, background, or accent. 2 to 3-ft. plants, heavy, balled, \$1 each; \$9 for 10; \$75 per 100.

Cotoneaster (Francheti). A tall, open, branchy evergreen. Maximum height, 10 feet. Pink flowers in clusters, followed by orange-red berries. Suitable for background, masses, specimen. 2 to 3-ft. plants, balled, 50 cts. each; \$4.50 for 10; \$35 per 100.

Elæagnus pungens maculata (Variegated Eleagnus). Very showy in border as accent plant. Will grow to 10 feet but should be pruned. Spiny, dense, wavy margined leaves with much yellow. 3 to 4-ft. plants, rather heavy, balled, \$1 each; \$9 for 10; \$75 per 100.

Heath (*Erica mediterranea*). Low-growing, very small-leaved, almost ball-shaped evergreen that will stand severe cold. Blooms in early spring—tiny clusters of orchid-red. Likes acid, peaty soil, like azaleas, and will grow in shade. This is a rare plant in this section. Limited supply. 18 to 24-in. plants, balled light, 75 cts. each; \$7 for 10; \$60 per 100.

Guava (Pineapple Guava; *Feijoa Sellowiana*). Fast-growing evergreen with grayish green leaves, purplish white flowers, and edible fruits. Good for jelly. Stands considerable cold. Good specimen plant or as background. 3 to 4-ft. plants, balled, 50 cts. each; \$4 for 10; \$30 per 100.



Ligustrum lucidum (Waxleaf Privet)

BROAD-LEAVED EVERGREENS, continued

Cape Jasmine (*Gardenia florida*). Old-time favorite with sweet, fragrant blooms in May and June. Hardy evergreen. Requires spraying for white-fly. When kept clean, leaves are bright, shiny, and dense. Bushy; maximum height, 8 feet. 3 to 4-ft. plants, heavy, balled, 75 cts. each; \$6.50 for 10; \$50 per 100.

Ilex cornuta femina (Chinese Holly). The showiest Holly. Large, spiny, roundish, bright, shiny leaves and large red berries. Slow-growing. 2 to 3-ft. bushy plants, balled, \$1.50 each; \$12.50 for 10; \$100 per 100.

Ilex Cassine (Dahoon Holly). Large, popular shrub. Leaves narrow, long. Bright red berries. 18 to 24-in. plants, small, balled, 60 cts. each; \$5 for 10; \$40 per 100.

Ilex crenata rotundifolia (Japanese Round-leaf Holly). Good evergreen with round, bunchy leaves and ink-black berries. Slow grower; maximum height, 10 feet. Good specimen. 2 to 3-ft. plants, balled, medium weight, \$1 each; \$9 for 10; \$75 per 100.

Ilex vomitoria (Yaupon). Propagated from berry-bearing strain. Native evergreen shrub reaching 15 feet. Should be used as specimen or mixed in with heavy border and background. Berries persist till spring. 2 to 3-ft. plants, balled, 60 cts. each; \$5 for 10; \$40 per 100.

Florida Jasmine (*Jasminum floridum*). Fairly hardy evergreen with weeping branches, small, shiny green leaves, bright green stems, and small star-shaped yellow flowers in summer. Good for hedge, border, and background. Grows 8 feet high. 3 to 4-ft. branchy plants, 50 cts. each; \$4 for 10; \$30 per 100.

English Laurel (*Laurocerasus officinalis*). Medium to large spreading shrub with broad, bay-like leaves. Hardy. Excellent for corners, backgrounds, or specimens. 3 to 4-ft. plants, balled, \$1 each; \$9 for 10; \$75 per 100.

Ligustrum japonicum (Big-leaf Japanese Privet). Foliage not so glossy as *Lucidum*, but a very rapid grower, exceeding 12 feet in height. Useful as screen or sides for outdoor living-room. 18 to 24-in. yearling plants, bare, 35 cts. each; \$3 for 10; \$25 per 100. 3 to 4-ft. heavy specimens, balled, 50 cts. each; \$4 for 10; \$30 per 100.



Firethorn (*Pyracantha yunnanensis*). See page 20

Ligustrum lucidum (Glossy or Waxleaf Privet). The best all-round foundation plant we have. Very hardy; fast-growing. Bright glossy green, healthy foliage; shears well and is exceedingly dense and compact. Bears profusely panicles of white flowers in spring; black berries. 18 to 24-in., small size, can handle bare-rooted, 35 cts. each; \$3 for 10; \$25 per 100. Large specimens, 2 to 3 ft., balled and rather heavy, 50 cts. each; \$4 for 10; \$30 per 100.

Ligustrum lucidum pyramidalis (Upright Ligustrum). Foliage and habit like the above variety, but grows upright to 8 feet instead of spreading; roundish head. Good screen, background, or corner plant. 3 to 4-ft. specimens, balled, 50 cts. each; \$4 for 10; \$30 per 100.

Mahonia Fortunei. Grows 6 feet high, with good, evergreen, lanceolate leaves and racemes of bright yellow flowers in winter or early spring. Good plant to mix in with contrasting type for foundations, borders, or as specimens. Likes some shade. 18 to 24-in. young plants, balled lightly, 50 cts. each; \$4 for 10; \$30 per 100.

Nandina domestica. Sometimes called "Heavenly Bamboo." A rapid grower with straight stalks or clusters of stalks and racemes of whitish flowers, followed by berries turning bright red. The foliage turns to copper mixed with red in cold weather. Very desirable plant. Likes room—do not crowd. 18 to 24-in. bushy plants, balled, 50 cts. each; \$4 for 10; \$30 per 100.

Sweet Olive (*Osmanthus fragrans*). Good shrub evergreen with unusually fragrant small white flowers in early spring. Makes large shrub, almost tree, if let go, but can easily be kept in bounds by pruning. Excellent corner or background plant or specimen. 18 to 24-in. plants, heavy, balled and burlapped, 60 cts. each; \$5 for 10; \$40 per 100.

Pasania (*Lithocarpus*) **edulis**. Oak-like evergreen tree from Japan. Large, ovate, pointed leaves; very showy. Specimen plant only. 18 to 24-in. plants, small, rare, balled, 60 cts. each; \$5 for 10; \$40 per 100.

Photinia glabra. Unique evergreen shrub with somewhat open foliage unless regularly pruned. New growth bright red. Makes beautiful hedge or border of medium height. Reaches a height of 8 feet, but can be kept pruned to any height. The more it is pruned the showier it is. 2 to 3-ft. plants, balled, 60 cts. each; \$5 for 10; \$40 per 100.

Photinia serrulata. A small tree with large, spiny, or saw-tooth foliage. New spring growth a beautiful yellowish red. Flowers white, in large trusses. 2 to 3-ft. plants, balled, 60 cts. each; \$5 for 10; \$40 per 100.

BROAD-LEAVED EVERGREENS, continued

Pieris (Andromeda) japonica. An evergreen of medium height that loves partial shade and a moist, slightly acid soil; similar in this respect to the heaths and azaleas. Drooping clusters of small white flowers. 18 to 24-in. plants, balled, 60 cts. each; \$5 for 10; \$40 per 100.

Firethorn (*Pyracantha yunnanensis*). Rather dwarf, spreading thorny plant, with slim foliage, but many bright coral berries in season. 18 to 24-in. plants, balled, 50 cts. each; \$4 for 10; \$30 per 100.

Raphiolepis ovata. Low-growing evergreen shrub with thick, leathery foliage and masses of small pinkish flowers in spring. Sometimes known as "Yeddo Hawthorn," but not spiny. 18 to 24-in. plants, balled, 60 cts. each; \$5 for 10; \$40 per 100.



Coniferous Evergreens

This division includes the formal plants, and hardly any planting is complete without some of these, such as the Juniper, Arborvitæ, Cypress, etc.

There is a wide selection of types, from the crawling, prostrate kinds to the very erect, columnar types, various heights and dimensions, and we have a wide assortment for every need. Some of the conifers will not stand our semi-tropical climate or soil, and we have, so far as experience enabled us, eliminated these.

Most conifers can be delivered only balled and bur-lapped, which, of course, makes them costly to ship, and, where possible, we are quoting the smaller to medium sizes, which enables us, *unless otherwise specified*, to ship with puddled, well-packed bare roots.

Deodar Cedar (*Cedrus Deodara*). The sacred Cedar from the Himalayan Mountains, India. This is the best and most desirable lawn specimen tree that we can offer. With sweeping, graceful, blue-green foliage and loosely pyramidal shape, growing to 30 feet; useful where there is plenty of room.

	Each	10	100
18 to 24 in., puddled.....	\$0 50	\$4 00	\$35 00
2 to 3 ft., balled.....	75	6 50	50 00

Chinese Fir (*Cunninghamia lanceolata*). Another fast-growing, hardy lawn specimen tree that reaches 30 feet or more. Very odd spiny leaves in clusters. Color of foliage varies from tender green to russet-red in cold weather. A good plant.

	Each	10	100
2 to 3 ft., balled.....	\$0 75	\$6 50	\$50 00
3 to 4 ft., balled.....	1 00	9 00	75 00

Variegated Chinese Juniper (*Juniperus chinensis aureo-variegata*). A 5-foot evergreen with bluish green foliage having ivory-colored splotches, making it a very noticeable plant in a group. Requires full sun—do not crowd, but can be used as group foundation or border. Holds color well except that the ivory tends to fade in hot weather, resuming its full effect in the fall. Plant at its best in cool months. Irregularly cone-shaped.

	Each	10	100
18 to 24 in., balled.....	\$0 60	\$5 00	\$40 00
2 to 3 ft., balled.....	70	6 00	50 00
3 to 4 ft., balled.....	85	7 50	65 00

Blue Juniper (*J. densa glauca*). We consider this the best medium-height semi-columnar plant for corners or mid-background that we have. It holds its color well—a pleasing shade of deep steel-blue overcast with gray in spring when growing fast. It is a fairly rapid grower, free of enemies, stands the sun well, and carries its full color to the center of foliage. Maximum height, 8 feet in this section.

	Each	10	100
18 to 24 in., puddled.....	\$0 50	\$4 00	\$35 00
2 to 3 ft., balled.....	75	6 50	50 00
3 to 4 ft., balled.....	1 00	9 00	75 00

Sylvester Juniper (*J. chinensis sylvestris*). Loosely pyramidal, with spreading branches. Foliage feathery, light green. Thrives everywhere. Excellent specimen or background, but needs room. Maximum height, 12 feet.

	Each	10	100
2 to 3 ft., balled.....	\$0 75	\$6 50	\$50 00
3 to 4 ft., balled.....	90	8 00	70 00

Pfitzer Juniper (*J. chinensis Pfitzeriana*). The standard, well-known, low-spreading Juniper. Foliage rich dark green, dense, with plummy tips. Rarely grows over 2 feet in height, but has several feet spread. Useful as base plant, at pools, or rock-gardens.

	Each	10	100
18 to 24-in. spread, puddled.....	\$0 50	\$4 00	\$30 00
2 to 3 ft., balled.....	75	6 50	50 00



Pfitzer Juniper

CONIFEROUS EVERGREENS, continued

Columnar English Juniper (*J. communis columnaris*). This stock was originated from a special type of English Juniper, to give upright, narrow column-shape. The foliage is dense, erect, formal, silvery green. Height, 10 feet.

	Each	10	100
2 to 3 ft., balled.....	\$0 75	\$6 50	\$50 00
3 to 4 ft., balled.....	1 00	9 00	75 00

Andorra Juniper (*J. horizontalis depressa plumosa*). A spreading type, light green in summer, turning to plum-color. The low-growing branches droop and turn up slightly at tips. It has a 4-foot spread.

	Each	10	100
18 to 24 in., balled.....	\$0 50	\$4 00	\$30 00
2 to 3 ft., balled.....	75	6 50	50 00

Shore Juniper (*J. conferta*). A low, prostrate Juniper with woody branches spreading close to the ground, and numerous upright shoots that give the appearance of a solid mass growing out of the ground. Color willow-green. Grows well on poor, sandy soil that would knock out some plants.

	Each	10	100
18 to 24 in., puddled.....	\$0 50	\$4 00	\$30 00
2 to 3 ft., balled.....	75	6 50	50 00

Spiny Greek Juniper (*J. excelsa stricta*). Dwarf, cone-shaped, or similar to the arborvitæ in shape. Color a rich steel-blue. Height, 5 feet.

	Each	10	100
18 to 24 in., puddled.....	\$0 60	\$5 00	\$40 00
2 to 3 ft., balled.....	75	6 50	55 00

Japanese Yew (*Podocarpus macrophylla*). Upright, semi-columnar, 8-foot evergreen with dark green, narrow leaves. Stands shade or sun.

	Each	10	100
18 to 24 in., puddled.....	\$0 50	\$4 00	\$30 00
2 to 3 ft., balled.....	75	6 50	50 00

Columnar Cypress (*Retinospora ericoides*). An excellent, tall, slim plant with soft, plummy foliage that holds its color well and is very dense and close. Can be sheared to post-shape if desired, but its natural shape is columnar. Foliage rich light green, slightly tinged with smoke, turning to plum-color in cold weather. We like this plant very much.

	Each	10	100
18 to 24 in., puddled.....	\$0 50	\$4 00	\$30 00
2 to 3 ft., balled.....	75	6 50	50 00
3 to 4 ft., balled.....	1 00	9 00	75 00

Golden Vase Cypress (*R. obtusa aurea*). The common name used is our own, as to us it best describes the plant. This is a very attractive semi-dwarf evergreen with graceful, fern-like foliage unfolding upward and slightly outward at tips, giving it a vase-shape. Tips gold. Height, 8 feet.

	Each	10	100
2 to 3 ft., balled.....	\$0 75	\$6 50	\$50 00
3 to 4 ft., balled.....	1 00	9 00	75 00

Thread-leaved Cypress (*R. pisifera filifera*). Graceful, compact, drooping, thread-like leaves.

	Each	10	100
2 to 3 ft., balled.....	\$0 75	\$6 50	\$50 00

Silver-tip Dwarf Cypress (*Retinospora pisifera plumosa argentea*). This is a little beauty. Low, spreading habit, with almost globe-shaped, thick, dense foliage of pleasing light green with silver tips. Fine for urn or foundation.

	Each	10	100
18 to 24 in., balled.....	\$0 60	\$5 00	\$40 00

Gold-spire Arborvitæ (*Thuya orientalis aurea conspicua*).

The leading pyramidal golden-leaved Arborvitæ. Fine for lawn specimen or background. Height, 12 feet.

	Each	10	100
18 to 24 in., puddled.....	\$0 40	\$3 00	\$25 00
2 to 3 ft., balled.....	60	5 00	40 00
3 to 4 ft., balled.....	75	6 50	50 00

Beverley's Golden Arborvitæ (*T. orientalis Beverleyensis*).

A tall, pyramidal type, with gold tips, used same as next above. Height, 12 feet.

	Each	10	100
18 to 24 in., puddled.....	\$0 40	\$3 00	\$25 00
2 to 3 ft., balled.....	60	5 00	40 00

Berckmann's Golden Arborvitæ (*T. orientalis aurea nana*).

This is the most popular Arborvitæ. It is semi-dwarf, dense, and compact. The deep green foliage, with gold edges, makes it a good plant for accent, corners, or specimens. Height, 8 feet.

	Each	10	100
18 to 24 in., puddled.....	\$0 50	\$4 00	\$30 00
2 to 3 ft., balled.....	75	6 50	50 00

Bonita Arborvitæ (*T. orientalis Bonita*). Compact, dwarf,

cone-shaped, almost globular. Dark green foliage. Height, 4 feet.

	Each	10	100
18 to 24 in., puddled.....	\$0 50	\$4 00	\$30 00
2 to 3 ft., balled.....	75	6 50	50 00
3 to 4 ft., balled.....	1 00	9 00	75 00

Golden Ball Arborvitæ (*T. orientalis aurea globosa*). This

is a rare type in this section. Strictly dwarf, only 4 feet high, it is perfect globe-shaped, with bright golden foliage. We have also practically interchangeable with it what is known by some as Bonita Golden, and orders may be filled with either.

	Each	10	100
6 to 8 in., twice transplanted, puddled.....	\$0 30	\$2 50	\$20 00
10 to 12 in., twice transplanted, puddled.....	40	3 50	30 00

No large size in this.



Golden Arborvitæ

Rosedale Arborvitæ (*T. orientalis, Rosedale*).

This is semi-dwarf, growing 6 feet high, very compact, feathery foliage of smoky blue-green. We think it the prettiest of all. It should be kept in vigorous, healthy growth, and occasionally requires spraying for aphids. 18 to 24 in., balled, 60 cts. each; \$5 for 10; \$40 per 100. 2 to 3 ft., balled, 75 cts. each; \$6.50 for 10; \$50 per 100.

Althea (*Hibiscus*)

Deciduous Trees and Shrubs

Stock in this group can, for the most part, be shipped bare-rooted with safety, and the larger sizes should be pruned to balance the root-system. These plants are mostly the flowering kinds, and are very desirable to introduce color to your landscape. There should be flowering shrubs in every planting. For shade and background or framing in the house, of course, the trees are offered.

Mimosa (*Albizzia Julibrissin*). Very ornamental small tree of exceptionally rapid growth. Striking foliage. Salmon-pink flowers in clusters during summer. Spread of top, 20 feet.

	Each	10	100
12 to 18-in. seedling transplants...	\$0 30	\$2 50	\$20 00
2 to 3-ft. tops.....	50	4 00	30 00

Althea (*Hibiscus syriacus*). We have these in mixed colors, double flowers: Dark Red, White, Variegated Pinkish White with Purple throat. Unable to separate colors this season.

	Each	10	100
2 to 3-ft. plants.....	\$0 50	\$4 00	\$30 00

Flowering Almond (*Amygdalus persica*). An old-time favorite that grows rather broad and bushy. Upright branches covered in early spring with pinkish white flowers; very double.

	Each	10	100
3 to 4-ft. plants, heavy, branched..	\$0 50	\$4 00	\$30 00

Butterfly Bush (*Buddleia magnifica*). Rank-growing, weedy, semi-evergreen shrub. Long clusters of lavender flowers with orange centers in summer. Very attractive to butterflies.

	Each	10	100
2 to 3-ft. plants.....	\$0 40	\$3 00	\$20 00

Sweet Shrub (*Calycanthus floridus*). A hardy, symmetrical shrub with large, dark green leaves and very aromatic, chocolate-colored flowers in spring. Will stand shade.

	Each	10	100
2 to 3-ft. plants.....	\$0 50	\$4 00	\$30 00

Flowering Dogwood (*Cornus florida*)

American Red-bud (*Cercis canadensis*). Native small tree producing a mass of rosy pink, pea-shaped flowers in spring. Good mass or screen plant. Height, 15 feet.

	Each	10	100
4 to 5-ft. stocky plants.....	\$0 75	\$6 50	\$50 00

Dogwood, White-flowering (*Cornus florida*). Well-known native ornamental small tree covered with waxy-white flowers in early spring. Symmetrical grower.

	Each	10	100
3 to 4-ft. plants, balled.....	\$0 75	\$6 50	\$50 00

Dogwood, Pink-flowering. Another native variety bearing a mass of deep rose-colored flowers in early spring. Foliage highly colored in fall. Height, 20 feet.

	Each	10	100
3 to 4-ft. plants, balled.....	\$1 00	\$9 00	\$75 00
4 to 5-ft. plants, balled.....	1 25	11 00	100 00

Flowering Quince (*Cydonia japonica*). An old favorite. Thorny, densely branched shrub with large, scarlet-orange blossoms in early spring before the leaves appear. Makes a handsome appearance, being a solid mass of bloom from top to bottom.

	Each	10	100
3 to 4-ft. stocky plants, many branches.....	\$0 50	\$4 00	\$30 00

Deutzia, Pride of Rochester. Tall-growing, bushy shrub with many white flower-clusters in spring.

	Each	10	100
2 to 3-ft. plants.....	\$0 50	\$4 00	\$30 00



Crape Myrtle

DECIDUOUS TREES AND SHRUBS, continued

Hydrangea arborescens grandiflora. Double, white, ball-shaped flowers in profusion during June and July.

Excellent for groups or borders. Each 10 100
18 to 24-in. bushy plants.....\$0 40 \$3 00 \$20 00

Hydrangea paniculata grandiflora. Large, double, white blooms in racemes during July and August. Similar in form to above.

Each 10 100
18 to 24-in. bushy plants.....\$0 40 \$3 00 \$20 00

Star Magnolia (*Magnolia stellata*). One of the best of the Oriental Magnolias, blooming in early spring before the leaves appear. Dwarf plant. Blooms small, star-shaped, delicate pinkish white.

Each 10 100
18 to 24-in. plants, balled.....\$0 50 \$4 00 \$30 00

Crape Myrtle (*Lagerstræmia indica*). We think this is one of the very best plants and should be somewhere about every home or public grounds. Deep green, rich glossy foliage and large panicles of crape tissue bloom during June and July. It should be pruned after the main blooming period. Colors Soft Pink and Watermelon Red—state which.

Each 10 100
3 to 4-ft. plants, large, stocky.....\$0 60 \$5 00 \$40 00

Mock-Orange (*Philadelphus coronarius*). Old-fashioned shrub with white flowers having prominent stamens.

Early summer. Height, 10 feet. Each 10 100
3 to 4-ft. stocky plants.....\$0 50 \$4 00 \$30 00

Purpleleaf Plum (*Prunus, Otbello*). Very ornamental large shrub with purple leaves and crimson fruit. Height, 12 feet.

Each 10 100
3 to 4-ft. plants.....\$0 50 \$4 00 \$30 00

Japanese Flowering Cherry (*Cerasus*), **Yoshino**. A single white-flowered variety of the famous Japanese Cherries, so many of which are in Washington. Flowers appear in clusters in advance of foliage, completely covering the tree.

Each 10 100
4 to 5 ft., well branched.....\$1 00 \$9 00 \$75 00

LANIER'S
Floral, Ala.

Date _____ 19____

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P. O. Address _____

Shipping Address _____

If you will print or write plainly on back of this order names and addresses of 10 home-owning persons in your section who would likely be interested in buying plants, we will include a free plant with your order.

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NOTICE: It is our desire to furnish stock exactly as ordered. If you wish us to substitute in case varieties are exhausted, write here the word "Yes." _____

Signature of Customer _____

*Write below names and correct addresses of 10 persons owning their homes
We will include one plant FREE with every order from you for your trouble*

[illegible]



Spirea, Van Houtte's

Spirea, Thunberg's. Densely branched with very tiny leaves. Small white flowers, like snowflakes, appear along the arched branches before winter is over. Good foundation or mass plant mixed with other types.

Spirea, Van Houtte's. Very desirable shrub for hedge or medium-height background or solid mass. Graceful, arching branches, soft green foliage, and white flowers in clusters. Height, 8 feet.

Spirea, Anthony Waterer. A dwarf, free-blooming shrub with crimson flowers for borders or edging.

PRICES	Each	10	100
18 to 24-in. plants.....	\$0 35	\$2 50	\$20 00

Weigela rosea. Most lovely in early spring with the long arched branches completely covered with peach-blossom-pink blooms. Rapid grower.

	Each	10	100
3 to 4-ft. plants.....	\$0 40	\$3 00	\$20 00

Wisteria sinensis (Purple Chinese Wisteria). This can be grown as a vine or as a tree. If staked and pruned, can be made into an umbrella-like bower of beauty in early spring when in full bloom; or it can be used as a vine to cover a very large area.

	Each	10	100
Strong 1-yr. vines.....	\$0 35	\$3 00	\$20 00

Palms and Grasses

Cocos australis (Pindo Palm). One of the hardiest Palms, with bluish green, curved, pinnate leaves. Grows 10 feet high in this climate with a 7-foot spread.

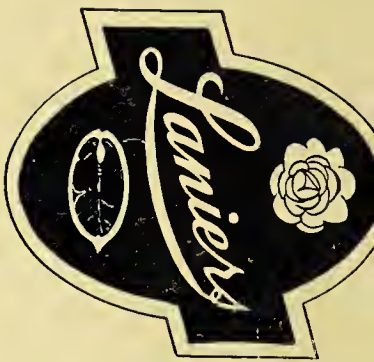
	Each	10	100
2 to 3-ft. spread, very heavy balled (weighs 75 pounds).....	\$1 00	\$9 00	\$75 00

Pampas Grass (*Cortaderia argentea*). A striking lawn plant with prominent spikes of flowers that resemble plumes.

	Each	10	100
Medium clumps.....	\$0 40	\$3 00	\$20 00

We do not have space to list all our plants. Many of them are too heavy to ship without extra-high cost for transportation, and we deliver many by truck where landscape jobs are wanted.

We do not claim to be landscape artists, but we know the principles of proper planting, and shall be glad to collaborate with you. If you are not in position to do the work yourself, we will contract to do it for you, delivering a finished job at a reasonable cost.



Pecans, Fruits
and Ornaments
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